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November 15, 2005

Mr. Charles Terreni
Chief Clerk of the Commission
Public Service Commission of South Carolina
Post Office Drawer 11649
Columbia, South Carolina 29211

Re: Petition to Establish Generic Docket to Consider Amendments to Interconnection
Agreements Resulting From Changes of Law
Docket No.: 2004-316-C

Dear Mr. Terreni:

Enclosed for filing are the original and ten copies of BellSouth Telecommunications, Inc.'s Motion to Admit Deposition Into Record in the above-referenced matter.

By copy of this letter, I am serving all parties of record with a copy of this document as indicated on the attached Certificate of Service.

Sincerely,

A handwritten signature in black ink, appearing to read "Patrick W. Turner", with a long, sweeping horizontal line extending to the right.

Patrick W. Turner

PWT/nml
Enclosure
cc: All Parties of Record
PC Docs #610297

BEFORE THE
PUBLIC SERVICE COMMISSION
OF SOUTH CAROLINA

In Re:)	
)	Docket No. 2004-316-C
Petition to Establish Generic Docket to)	
Consider Amendments to Interconnection)	
Agreements Resulting From Changes of Law)	
_____)	

BELLSOUTH TELECOMMUNICATIONS, INC.'S
MOTION TO ADMIT DEPOSITION INTO RECORD

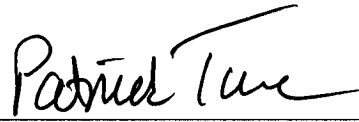
For the reasons set forth below, BellSouth Telecommunications, Inc. ("BellSouth") respectfully requests the Public Service Commission of South Carolina ("the Commission") to enter an Order admitting the deposition testimony of CompSouth witness Mr. Joseph Gillan into the record in the above-referenced matter.

Counsel for BellSouth has consulted with the parties of record via email regarding BellSouth's intention to move the Commission for the admission of Mr. Gillan's deposition. To date, CompSouth has confirmed that it has no objection to the admission of Mr. Gillan's deposition into the record of this proceeding and BellSouth is unaware of and has received no objection from any party of record regarding this motion. Additionally, the deposition of Mr. Gillan has been entered into the record in the "Change of Law" proceedings in other states without objection.

"Attachment A" to this motion is a copy of Mr. Gillan's deposition.

WHEREFORE, based upon the foregoing, BellSouth would respectfully request that the Commission order that the deposition testimony of Mr. Joseph Gillan be entered into the record of this proceeding.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Patrick W. Turner". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Patrick W. Turner
1600 Williams Street, Suite 5200
Columbia, South Carolina 29201
(803) 401-2900
BELLSOUTH TELECOMMUNICATIONS, INC.

November 15, 2005
610273

ATTACHMENT A

BEFORE THE
ALABAMA PUBLIC SERVICE COMMISSION

In Re:

Petition to Establish
Generic Docket to Consider
Amendments to Docket No. 29543
Interconnection Agreements
Resulting from Changes of
Law

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DEPOSITION OF

JOSEPH GILLAN

2:00 p.m.

August 16, 2005

Conference Room 415  
675 West Peachtree Street  
Atlanta, Georgia

Blanche J. Harris, CCR No. B-2290

| Page 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Page 4                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>1 APPEARANCES OF COUNSEL</p> <p>2</p> <p>3 On behalf of BellSouth:</p> <p>4 MEREDITH E. MAYS, Attorney at Law and</p> <p>5 R. DOUGLAS LACKEY, Esquire</p> <p>6 BellSouth Telecommunications, Inc.</p> <p>7 Suite 4300</p> <p>8 675 West Peachtree Street</p> <p>9 Atlanta, Georgia 30375-0001</p> <p>10 (404)335-0747</p> <p>11 (404)614-4054 (facsimile)</p> <p>12 meredith.mays@bellsouth.com</p> <p>13</p> <p>14 On behalf of Covad:</p> <p>15 CHARLES E. (GENE) WATKINS, Esquire</p> <p>16 Covad Communications</p> <p>17 Suite 1900</p> <p>18 1230 Peachtree Street, NE</p> <p>19 Atlanta, Georgia 30309</p> <p>20 (404)942-3492</p> <p>21 (404)942-3495 (facsimile)</p> <p>22 gwatkins@covad.com</p> <p>23</p> <p>24</p> <p>25</p> | <p>1 APPEARANCES OF COUNSEL (Continued)</p> <p>2</p> <p>3 Also Present By Phone:</p> <p>4</p> <p>5 Lynn Barclay</p> <p>6 Donna McNolty</p> <p>7 Ann Marsh</p> <p>8 Michael Barrett</p> <p>9 Ken Woods</p> <p>10 Adam Titan</p> <p>11 Teri Romine</p> <p>12 Douglas Lackey</p> <p>13 Collette Davis</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p> <p>25</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Page 3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Page 5                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <p>1 APPEARANCES OF COUNSEL (Continued)</p> <p>2</p> <p>3 On behalf of CompSouth:</p> <p>4 BILL MAGNESS, Esquire</p> <p>5 Casey, Gentz &amp; Magness, LLP</p> <p>6 Suite 1400</p> <p>7 98 San Jacinto Boulevard</p> <p>8 Austin, Texas 78701</p> <p>9 (512)480-9900</p> <p>10 (512)480-9200 (facsimile)</p> <p>11 bmagness@phonelaw.com</p> <p>12</p> <p>13 On behalf of ITC DeltaCom:</p> <p>14 NANETTE EDWARDS, Attorney at Law</p> <p>15 ITC DeltaCom</p> <p>16 Suite 400</p> <p>17 7037 Old Madison Pike</p> <p>18 Huntsville, Alabama 35806</p> <p>19 (256)382-3856</p> <p>20 (256)382-3936 (facsimile)</p> <p>21 nedwards@itcdeltacom.com</p> <p>22</p> <p>23</p> <p>24</p> <p>25</p>                                                 | <p>1 Deposition of Joseph Gillan</p> <p>2 August 16, 2005</p> <p>3</p> <p>4 JOSEPH GILLAN,</p> <p>5 having been first duly sworn, was examined and</p> <p>6 testified as follows:</p> <p>7 EXAMINATION</p> <p>8 BY-MS.MAYS:</p> <p>9 Q. Mr. Gillan, I introduced myself to you</p> <p>10 briefly, but begin, my name is Meredith Mays, here on</p> <p>11 behalf of BellSouth, and I'd like to go over some</p> <p>12 things with you.</p> <p>13 If you don't understand me, interrupt me or</p> <p>14 ask for clarification. Otherwise, I will assume</p> <p>15 you've understood my question when I asked it; okay?</p> <p>16 A. Yes.</p> <p>17 Q. Just some housekeeping matters. My records</p> <p>18 thus far show you filing direct testimony and rebuttal</p> <p>19 testimony in Georgia; you filed direct testimony</p> <p>20 testimony in Tennessee and North Carolina, and I</p> <p>21 believe you're filing testimony today in Florida,</p> <p>22 Alabama, Louisiana and Kentucky?</p> <p>23 A. Yes.</p> <p>24 Q. Are you also going to file direct testimony</p> <p>25 in Mississippi and South Carolina?</p> |

Page 6

1 A. Presuming this deposition goes okay, yes.  
 2 Q. Okay.  
 3 MR. MAGNESS: Excuse me, Meredith,  
 4 I'm sorry to interrupt. And we did this  
 5 with the last deposition. We probably  
 6 should hear about the taking of deposition  
 7 by agreement of counsel.  
 8 MS. MAYS: Yes.  
 9 MR. MAGNESS: As stipulated in the  
 10 previous deposition.  
 11 MS. MAYS: It is. The same  
 12 stipulations that Mr. Magness used, we'll  
 13 use for this one as well.  
 14 (Whereupon, it was agreed that the  
 15 stipulations governing the deposition of  
 16 Eric Fogle will likewise govern the taking  
 17 of the deposition of Joseph Gillan.)  
 18 Q. (By Ms. Mays) And are you also filing  
 19 rebuttal in Tennessee today, Mr. Gillan?  
 20 A. Yes.  
 21 Q. Sitting here today, before we get into the  
 22 deposition, do you know of any changes or corrections  
 23 to the testimony or your exhibits that you have filed  
 24 thus far?  
 25 A. Yes.

Page 7

1 Q. Can you walk me through them, please?  
 2 A. At some level, yes. If you go to --  
 3 Q. Why don't we start with Georgia, if we can.  
 4 Is that where you are?  
 5 A. Actually, all I've got in front of me is  
 6 Georgia.  
 7 Q. Okay. You don't have your testimony from  
 8 your prefile testimony from the other states?  
 9 A. No.  
 10 Q. All right.  
 11 A. I do not.  
 12 Q. All right. Well, tell me, in your Georgia  
 13 direct testimony and/or exhibit, what changes or  
 14 corrections you have.  
 15 A. Okay. I'll try -- I'm doing this from  
 16 memory.  
 17 Q. Okay.  
 18 A. We have provided you -- there are some  
 19 edits that have occurred over time and we have given  
 20 you red lines of those. And I'm not going to remember  
 21 those. I'll tell you things I caught reviewing this  
 22 today and that I'm aware of that you wouldn't  
 23 otherwise be aware of.  
 24 Q. Okay.  
 25 A. If you go to page 20 -- and this is

Page 8

1 typographical -- of direct. There is a -- in the  
 2 middle of that quote on line 23, where the capital "B"  
 3 is in the brackets, there's obviously been sentences  
 4 deleted from that quote.  
 5 And so there should have been four dots on  
 6 line 23 at the end of the prior sentence to indicate  
 7 that something had been excluded.  
 8 Q. So four dots between -- after the word  
 9 "loops" and before the bracketed "B"?  
 10 A. Yes.  
 11 Q. All right.  
 12 A. Substantively, if you go to page 10, on  
 13 line 11.  
 14 Q. Yes.  
 15 A. Where it says, "Normally, BellSouth imposed  
 16 the increases retroactively," that has been stricken  
 17 in testimony ongoing since the rebuttal was filed.  
 18 But it has not - it would still appear in the  
 19 testimony that was filed before that.  
 20 Q. Okay. So if I'm correcting your Georgia  
 21 direct, I need to cross out the words, "Normally,  
 22 BellSouth imposed the increases retroactively," and  
 23 just have a period after the word "carriers," is that  
 24 the correction?  
 25 A. I'm hesitating only because I have not -- I

Page 9

1 am telling you about an edit that appears in those  
 2 other states, but I'm presuming that that edit will be  
 3 made to this testimony as well.  
 4 Q. Okay.  
 5 A. But -- in addition, there is a version of  
 6 JPG1 that will be attached to the testimony you're  
 7 going to get today that has some red line changes in  
 8 it that I do not have with me and could not take you  
 9 through the specific changes. But you'll be seeing  
 10 that today.  
 11 Q. Are the changes to your exhibit in more  
 12 than one area or is there only one change or do you  
 13 know?  
 14 A. No. There's -- there are several changes.  
 15 But they're -- there's not many. But they're spread  
 16 around.  
 17 And then the only other change that I'm  
 18 aware of or that I can think other than talking to  
 19 you, is in my rebuttal testimony -- and it would be  
 20 exhibit JPG4.  
 21 Q. Yes?  
 22 A. That exhibit was prepared based on 2003  
 23 data. In the time since the discovery -- in the time  
 24 since the testimony was filed, I got your work papers  
 25 with 2004 data. And I have recreated this exhibit

Page 10

1 with 2004 data. And we would -- I would expect us to  
2 be filing that shortly.

3 But again, I have not had a chance to share  
4 that with counsel and go through the process of  
5 figuring out how we get that filed. But that would be  
6 an update made possible by the testimony -- or the  
7 discovery responses we got from you.

8 Q. Okay. Do those capture all of the changes  
9 that you're aware of thus far, to your testimony?

10 A. Yes. And that change, I don't -- if I  
11 recall, I don't believe it materially changed the new  
12 wire center classifications, but it did update it for  
13 2004.

14 Q. Okay.

15 A. And then one last -- since your question  
16 was across all these testimonies.

17 Q. It was.

18 A. Yeah.

19 The only other significant change is that  
20 in my direct testimony, there is a discussion -- in  
21 Georgia, there's a discussion that criticized the  
22 inability to look at 2004 data.

23 Once I had the discovery from you, I struck  
24 that discussion and subsequent testimonies going  
25 forward. So when you look, you'll see that that's

Page 11

1 gone, but it's gone simply because with the 2004 data,  
2 there's no issue as to what year data do you apply.

3 Q. Anything else that you can think of?

4 A. No.

5 Q. And just -- I should have done this at the  
6 outset, but your full name is Joseph Gillan. Do you  
7 have a middle name?

8 A. No. I have a middle initial.

9 Q. No middle name.

10 A. We got to chose our middle names in my  
11 family. So legally, it's just Joseph P.

12 Q. What is your current business address,  
13 Mr. Gillan?

14 A. P.O. Box 541038, Orlando, Florida, 32854.

15 Q. Is your home address in Orlando?

16 A. No.

17 Q. Where is your home address, please?

18 A. I have two homes: One in Daytona, one in  
19 Montana.

20 Q. How long have you had the Orlando address  
21 as your business address?

22 A. Since I formed the consulting practice.  
23 '87, I think.

24 Q. When you filed your testimony here in these  
25 proceedings, you did not attach a CV. Is there any

Page 12

1 particular reason why you did not?

2 A. I've testified in the southeast for going  
3 on 20 years. So it generally just seemed like a waste  
4 of paper.

5 Q. Now, I have a copy of your CV from the 2003  
6 statement cases from Florida. Would that be generally  
7 correct here today if I were to look at that?

8 A. It would be correct for everything up until  
9 the day it was filed. There would be more testimony  
10 on it. I can -- you know, it's just one of these  
11 things where in states where I'm familiar to the  
12 commissioners, I haven't been attaching it to -- it's  
13 been unnecessary.

14 Q. Okay. Now, you're a graduate from the  
15 University of Wyoming; is that right?

16 A. Yes.

17 Q. When you refer to having a BA in economics,  
18 what do you mean?

19 A. Bachelor of arts.

20 Q. Do you mean that your major is economics or  
21 do you mean something else?

22 A. I guess I -- my major is in economics.

23 Q. And you have a master's degree in economics  
24 as well; correct?

25 A. Yes.

Page 13

1 Q. You don't have a PhD?

2 A. No.

3 Q. Do you have any formal legal training?

4 A. I've taken courses in business law. And  
5 I've -- at one time, I held a Class B practitioner's  
6 license in the state of Florida.

7 Q. What's a Class B practitioner's license?

8 A. There was a time in Florida where you could  
9 be licensed to practice in front of the commission  
10 either as a Class A, which would be someone who went  
11 to law school, or a Class B, which would be somebody  
12 who demonstrated knowledge of law specific to the  
13 regulated industry in front of the commission.

14 Q. Did you have to go through any formalized  
15 training to obtain that Class B practitioner's  
16 license?

17 A. My recollection is that you had to apply  
18 and demonstrate through -- in your application what  
19 body of experience you had that qualified you as a  
20 Class B practitioner.

21 Q. Okay. Are you a member of any professional  
22 organizations?

23 A. Economics professional organization?

24 Q. Economics or telecommunications.

25 A. No.



Page 14

1 Q. Do you have relations, formal or otherwise  
2 with the PACE Coalition?  
3 A. Yes. They're a client.  
4 Q. They're a client of yours?  
5 A. Yes.  
6 Q. The name of your business is Gillan &  
7 Associates?  
8 A. Yes.  
9 Q. Is it incorporated?  
10 A. No.  
11 Q. Is it an LLC?  
12 A. It's just a doing business as. It's not  
13 incorporated. It's just the name on the checkbook.  
14 Q. Do you have associates?  
15 A. No. I periodically use other people on a  
16 contract basis.  
17 Q. But it's just you?  
18 A. Yes.  
19 Q. Have you ever had any occasion to take any  
20 acting classes?  
21 THE WITNESS: Can I get an objection?  
22 MR. MAGNESS: No, I want to know.  
23 THE WITNESS: No.  
24 Q. (By Ms. Mays) Have you ever had an ILEC or  
25 Regional Bell operating company as a client?

Page 15

1 A. Yes.  
2 Q. Who?  
3 A. ILECs, I have had Illinois Consolidated  
4 Telecom Company, Pacific Telecom. The Wisconsin State  
5 Telephone Association. Cable & Wireless in the Cayman  
6 Islands, Regional Bell Operating Company, Indiana  
7 Bell, and Quest.  
8 Q. When was the last time you submitted  
9 testimony on behalf of an ILEC or an RBOC?  
10 A. I think it was the beginning of last year.  
11 Might have been the end of the year after.  
12 Q. 2003 or 2002 -- or I'm sorry, 2003 or 2004?  
13 A. It all kind of blurs together. But yeah,  
14 somewhere in that time frame.  
15 Q. And which client?  
16 A. Quest.  
17 Q. What did you file testimony about for  
18 Quest?  
19 A. It was an expert report in a civil  
20 litigation involving Quest and the CSX Railroad.  
21 Q. How do you usually obtain clients?  
22 A. They call me.  
23 Q. Do you advertise?  
24 A. No.  
25 Q. How many cases do you work on, on average?

Page 16

1 A. It varies significantly. I'm not sure an  
2 average would be meaningful. Maybe two to three a  
3 month, maybe, as an average. Maybe less.  
4 Q. How are you compensated?  
5 A. By the hour, plus expenses.  
6 Q. What's your hourly rate?  
7 A. Three hundred dollars.  
8 Q. Does all of your compensation come from  
9 your consulting practice?  
10 A. Yes.  
11 Q. Now, did you come to get -- how was it that  
12 you got involved in this case?  
13 A. I do -- I have done work for CompSouth over  
14 a number of years. They called me.  
15 Q. Who?  
16 A. I think Jerry Watts, but I'm not entirely  
17 certain.  
18 Q. Do you know when he called you?  
19 A. Sometime around the time that the TRRO was  
20 issued or maybe slightly before that.  
21 Q. And you had a relationship already with  
22 Jerry Watts?  
23 A. ITC DeltaCom has been a client for a number  
24 of years, CompSouth has been a client for a number of  
25 years. The organization that preceded CompSouth had

Page 17

1 been a client for a number of years. So I had all of  
2 the affected members.  
3 Q. You referred to the organization that  
4 preceded CompSouth. What was that?  
5 A. Many of the members of CompSouth had  
6 belonged at one time to an organization call the  
7 Southeastern Competitive Carriers Association.  
8 Q. Is that still an organization today?  
9 A. I don't know.  
10 Q. What were you asked to do by Jerry Watts?  
11 A. When I was originally retained, it was just  
12 to be available to be the witness in what was expected  
13 to be these generic change of law cases. There was no  
14 specific direction other than that.  
15 Q. Were you asked to be an expert witness?  
16 A. Well, yes. I mean -- but, you know, we  
17 don't actually walk around and talk like that.  
18 Q. What did he -- other than saying he wanted  
19 you to be a witness in the generic change of law, were  
20 you given any other instruction?  
21 A. Not as an instruction. I mean, at the time  
22 I believe that the dockets were just opening up.  
23 Maybe they weren't even opened yet. I recall they  
24 were petitions that BellSouth may have filed  
25 initially. I can't remember the genesis.

Page 18

Page 20

1 But there was an expectation that the  
2 Commission -- the FCC would issue a TRRO that its  
3 implementation would be carried out for these cases  
4 throughout the southeast. And just as I had worked  
5 with many of these companies on the implementation of  
6 other FCC orders through the past, through similar or  
7 comparable proceedings, that I would be doing that in  
8 this one.

9 Q. And the other work that you've done for  
10 CompSouth, has it all been at the state commission  
11 level?

12 A. Generally, yes. I think there have been  
13 occasions where I've helped them put together  
14 something filed at the FCC. But none -- although I  
15 have a general recollection, that has happened, no  
16 specific example comes to mind.

17 Q. When you say help them put together, did  
18 you help them file comments?

19 A. I don't recall the specifics. It might  
20 have been comments or it might have been a petition in  
21 opposition to something. It might have been an ex  
22 parte. I don't recall what the legal form was. I  
23 just know that there have been times in the past where  
24 something happened at the FCC that had particular  
25 significance to CompSouth and CompSouth participated

Page 19

Page 21

1 in some -- in some way.

2 Q. Do you recall where you ever provided an  
3 affidavit -- you, yourself -- to the FCC on behalf of  
4 CompSouth?

5 A. I don't recall. I'm not saying that it  
6 hasn't happened, I just don't recall any specific  
7 instance where that happened.

8 Q. Have you had occasion to go to the FCC and  
9 on behalf of CompSouth, orally -- provide oral  
10 presentations?

11 A. Not that I recall. But I have been at the  
12 FCC maybe a hundred times. And there certainly have  
13 been issues where I was there for a group of carriers,  
14 and CompSouth may have been part of that mix. I just  
15 don't recall the specifics, if that happened or didn't  
16 happen.

17 Q. After Jerry Watts contacted you about these  
18 cases, what did you next do in relation to the cases?

19 Were you -- do you understand my question?

20 A. I think. But I believe at about the same  
21 time that he contacted me, he contacted Mr. Magness.  
22 And the next step probably would have been to prepare  
23 a budget estimate.

24 Q. Okay. Did you prepare -- do you recall  
25 what your budget estimate was?

1 A. No. No. It was -- it was a living budget  
2 estimate.

3 Q. Do you recall how much you have billed  
4 CompSouth to date?

5 A. No.

6 Q. Do you know who you send your bills to?

7 A. Yes.

8 Q. Who?

9 A. Rose Mulvaney Henrick.

10 Q. And what company is she with?

11 A. Berch Telecom.

12 Q. Do your checks come from Berch Telecom or  
13 do they come written on somebody else's account?

14 A. I -- I don't know. I send the bills out.

15 There is an associate: Mrs. Gillan. She gets the  
16 checks when they come in.

17 Q. Okay. Did you write your testimony in this  
18 case?

19 A. Yes.

20 Q. Other than your testimony, have you given  
21 other information to CompSouth in the form of reports  
22 or letters, that sort of thing?

23 A. No.

24 Q. Do you know who the members of CompSouth  
25 are?

1 A. Not a detailed list; no.

2 Q. As I understand your testimony, you have --  
3 it represents the consensus views of CompSouth; is  
4 that a fair statement?

5 A. Yes.

6 Q. Does it represent the consensus of all of  
7 CompSouth's members?

8 A. Yes. It -- in the following sense:

9 However many members of CompSouth there are, the ones  
10 I'm most familiar with are the ones that speak up.

11 I'm not aware of any issue in the testimony  
12 for which there's any disagreement on the position.

13 That said, however, each -- many of the  
14 members of CompSouth are in individual negotiations  
15 with BellSouth and many of them have different  
16 business plans.

17 And so I'm aware that there are times where  
18 they've -- they may have indicated that one or more of  
19 the companies had taken a different position in the  
20 negotiations. But in an effort to try and turn the  
21 industry around, they all supported what the CompSouth  
22 testimony says, even if there may have been different  
23 contract language quoted by individual members in  
24 bilateral negotiations with BellSouth.

25 Q. What are -- who are the CompSouth members

1 that speak up?  
 2 A. ITC DeltaCom, Nuvox, Xspedius, MCI -- and  
 3 I'm just trying to go through names as momentum.  
 4 This is the type of question that can get a  
 5 consultant to a group in trouble.  
 6 And then there are others. But to tell you  
 7 the truth -- Synergy. And sometimes voices that -- I  
 8 recognize the pattern in the voice, but I can't attach  
 9 a name to it. Most of the discussions are on  
 10 conference calls.  
 11 Q. Okay. If I could take you -- you have your  
 12 Georgia testimony, I believe; correct?  
 13 A. Yes.  
 14 Q. You've given some figures at -- do you  
 15 recall some testimony where you're talking about the  
 16 UNE -- the percentage of UNE based competition in  
 17 Georgia? It's actually on page three. I found it.  
 18 A. Yes.  
 19 Q. What is that? What are those percentages  
 20 based on?  
 21 A. The first one would be the -- the numerator  
 22 would be the number of lines on UNE-L and UNE-P  
 23 reported on BellSouth's Form 477 to the FCC for June  
 24 of 2003 or -- yeah. June, 2004, I'm sorry.  
 25 And then the denominator would be from the

1 FCC's local competition report for that same period,  
 2 the total number of CLEC lines in Georgia reported by  
 3 the FCC.  
 4 The second of those percentages would be --  
 5 the percentage would be the number of lines on UNE-P  
 6 from the Form 477 report, divided by the number of  
 7 lines on UNE-L, I think. Hold on.  
 8 No, actually that comes from -- that  
 9 actually is the same -- it's UNE-P divided by UNE-P  
 10 plus UNE-L. But the source of that data would have  
 11 been your first quarter investor report. And it would  
 12 have been for the region, since you don't break that  
 13 data out by state.  
 14 Q. Would the -- whatever percentages you use  
 15 in other states be based on the same process where the  
 16 first percentage, the competition in all of Georgia,  
 17 is UNE-L plus UNE-P divided by total CLEC lines in the  
 18 state?  
 19 A. The first number would be the same in all  
 20 the states. The second number, I think in some -- and  
 21 I'd have to go back and check -- the second number in  
 22 some of these states, since the time this testimony  
 23 was filed, the FCC released the Form 477 reports for  
 24 December, 2004. And I would have -- I believe I used  
 25 that data to come up with the second percentage, which

1 means -- thereby enabling that percentage to be state  
 2 specific.  
 3 So that, for instance, before the testimony  
 4 will have that percentage of all UNE-based competition  
 5 in Florida, not the BellSouth region.  
 6 Q. Okay. And then when you have the breakdown  
 7 of -- okay. I gotcha.  
 8 You did not include any ILEC lines or  
 9 wireless lines in those percentages; correct?  
 10 A. No. 'Cause it's to measure the  
 11 competition.  
 12 Q. I'd like to talk to you about your  
 13 testimony as it relates to the transition plan and  
 14 modification of interconnection agreements.  
 15 If I understand -- well, let me first make  
 16 sure I understand the change you started talking  
 17 about, about at page 10 of your direct testimony at  
 18 line 11.  
 19 Is it your testimony that the transition  
 20 rates -- and by transition rates, I'm referring to the  
 21 115 percent on loops and transport and the increased  
 22 one dollar in switching.  
 23 That those -- when do those rates apply  
 24 from?  
 25 A. Well, they clearly apply from when the

1 agreements get modified. Then the question is: Can  
 2 they be applied backwards to March 11th?  
 3 When I wrote the testimony, we were -- that  
 4 we're trying to make sure that a couple of things sync  
 5 up, including carrier's ability to convert and  
 6 carrier's ability to come in with carrier's loss of  
 7 251 pricing.  
 8 At the time I wrote the testimony, it  
 9 seemed the easiest way to make sure that those events  
 10 coincide was through the traditional means of no  
 11 changes until the contract is amended.  
 12 Your testimony pointed out some footnotes  
 13 in the TRO that the FCC indicated that at least one  
 14 option is that the breaks can be applied  
 15 retroactively.  
 16 As a group, we're now looking at: Is there  
 17 another way for us to find a way for these events to  
 18 coincide in a equitable manner?  
 19 And at this point, we don't -- well, if you  
 20 read this clause in the testimony, I don't have the  
 21 replacement for it worked out yet with the client.  
 22 Q. So you don't know, sitting here today,  
 23 whether it is the collective view of CompSouth that  
 24 the FCC's transitional pricing will go back to March  
 25 11th, 2005 or not?

Page 26

Page 28

1 A. Correct. I think the sentence is not  
2 correct in that it say it's may not. And obviously,  
3 one of the choices is that it may. But we have not  
4 been able to reach a new consensus.

5 Q. Is this an issue where there are -- there's  
6 disagreement within the body of CompSouth where some  
7 carriers believe they should go back to March, 2005,  
8 and others think they should apply from the date an  
9 interconnection agreement is signed?

10 A. I think it's partially that. I think it's  
11 also partially a desire to find an inequitable  
12 solutions when they recognize that there's a number of  
13 changes all happening, and there's a belief that they  
14 should happen together.

15 And we just haven't quite frankly had the  
16 time to figure out yet a way to make an alternative  
17 proposal.

18 Q. Do you expect to be doing that before the  
19 hearing in Georgia?

20 A. I expect to be trying; yes.

21 Q. If an individual CompSouth member signs an  
22 amendment with BellSouth to their interconnection  
23 agreement, and it captures TRO changes and TRRO  
24 changes, what is your position as to how this  
25 docket -- an order in this docket would relate to that

Page 27

1 particular member's amendment?

2 MR. MAGNESS: I'm just going to  
3 object in that it calls for a legal  
4 conclusion about the nature of the  
5 contracts and their legal affect.

6 THE WITNESS: And I was going -- I  
7 don't know. Because I don't actually --  
8 I've not talked with anyone that's in that  
9 particular circumstance as to whether -- as  
10 to what they think their rights are under  
11 the amendment that they signed.

12 Q. (By Ms. Mays) Your testimony -- you do  
13 state that your belief is that individual members  
14 should be able to negotiate with BellSouth; correct?

15 A. Yes.

16 Q. And they should -- do you also believe that  
17 they should be able to come to whatever terms that are  
18 mutually agreeable to that member and BellSouth?

19 A. Yes.

20 Q. Now, when you talked about the actions that  
21 are necessary to effectuate the transition, it's your  
22 testimony that a CompSouth member needs only place an  
23 order with BellSouth to receive transitional rates; is  
24 that right?

25 A. I think -- I need you to restate that or...

1 Q. Is it your testimony that once a CLEC  
2 places an order to migrate from Section 251 services  
3 to some other service arrangement, that the  
4 transitional rates apply upon the submission of the  
5 order?

6 A. No. But I -- what the testimony is, is  
7 that the transitional rates apply. They place an  
8 order to take them off of the 251 UNE, which is deemed  
9 price under transitional rates to something else.

10 The testimony is that those transitional  
11 rates would continue to apply until that order is  
12 effective; until it's implemented. I think that's  
13 what you meant.

14 Q. Let me make sure I understand. Let's say  
15 you have a CompSouth member today, they have an  
16 interconnection agreement with UNE-P switching prices.

17 A. Oh, okay.

18 Q. In order to migrate from UNE-P to something  
19 else, they need to place an order with BellSouth;  
20 correct?

21 A. Correct.

22 Q. Once they place that order with BellSouth,  
23 what happens to the rate they are paying to BellSouth  
24 for their service?

25 A. Well, let me make sure I understand. They

Page 29

1 have a UNE-P arrangement. They're paying transitional  
2 rates now; correct?

3 Q. No.

4 A. Well -- because the contracts have not been  
5 amended. You're right.

6 When the contracts are amended then they'll  
7 pay the transitional rate. The question that we still  
8 have open is: What rate applies retroactively back to  
9 March 11th.

10 And that's the one that we're still working  
11 on. On the going forward basis, once the  
12 interconnection agreement is amended, the transitional  
13 rate, then they start paying that without question, up  
14 to the point that the arrangement gets moved to  
15 something else.

16 Q. When the arrangement gets moved to  
17 something else, is it your testimony that they would  
18 then pay the price for something else?

19 A. For something else; right.

20 Q. Does it depend on when the transition from  
21 the UNE-P to something else happens?

22 A. Well, their -- their obligation would be to  
23 place an order to the something else by March 11th of  
24 next year. Then whenever you implement that order,  
25 the transitional rate disappears to the something

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
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| <p style="text-align: right;">Page 30</p> <p>1 else.</p> <p>2 If they place the order before March 11th</p> <p>3 and ask you to move it before that time, then</p> <p>4 presumably the rate for the something else kicks in</p> <p>5 and you have the something else.</p> <p>6 Q. Why do you reach the conclusion that</p> <p>7 CompSouth members only required to place an order by</p> <p>8 March of next year?</p> <p>9 A. 'Cause I believe the FCC orders gives the</p> <p>10 commission the ability to reach that finding. And as</p> <p>11 a practical matter, once the order is placed with you,</p> <p>12 then how long it takes is an issue that you have to</p> <p>13 resolve. It's not something that the CompSouth member</p> <p>14 can control.</p> <p>15 Q. You've read Ms. Tipton's testimony when she</p> <p>16 talked about some of the language in the TRRO about</p> <p>17 some of the tasks that are necessary to effectuate a</p> <p>18 transition; haven't you?</p> <p>19 A. Yes.</p> <p>20 Q. And your reconciliation of the FCC's order</p> <p>21 is simply that the orders can go in by March 10th,</p> <p>22 2006 and the CLEC is in compliance with what the FCC</p> <p>23 has set forth?</p> <p>24 A. Yes.</p> <p>25 And I think the real problem we have in</p>                                    | <p style="text-align: right;">Page 32</p> <p>1 their switching is something other than the rate in</p> <p>2 that contract plus one dollar?</p> <p>3 A. Yes. I believe that would be true,</p> <p>4 particularly if the -- that the commission concludes</p> <p>5 that transitional pricing, period, is applied</p> <p>6 retroactively to March 16th.</p> <p>7 It's a double-edged sword. If the FCC</p> <p>8 reached in and modified all those contracts to give</p> <p>9 you higher rates and the state commission agrees with</p> <p>10 that, then one of the prices that the FCC, I believe,</p> <p>11 reached in and changed was the rate for customers</p> <p>12 below DS1.</p> <p>13 Q. And what do you base that on?</p> <p>14 A. The comment on page 14, where the FCC</p> <p>15 refers to, "The transition period applies to all</p> <p>16 bundled up circuit switching arrangements used to</p> <p>17 serve customers at less than DS1 capacity level."</p> <p>18 Q. Do you base it on anything else other than</p> <p>19 that?</p> <p>20 A. No.</p> <p>21 Q. And is it your testimony then that the FCC</p> <p>22 has effectively rewritten the contract as it relates</p> <p>23 to that unbundled switching customer with less than a</p> <p>24 DS1 but more than four lines?</p> <p>25 A. Yes. If, in fact, a commission concludes</p>             |
| <p style="text-align: right;">Page 31</p> <p>1 this proceeding isn't that issue. It's the issue of</p> <p>2 coming to an agreement upon what the then -- the menu</p> <p>3 of other things BellSouth must make available exists.</p> <p>4 Q. Can you go to your direct testimony for me,</p> <p>5 on page 14.</p> <p>6 A. (The witness complies.)</p> <p>7 Q. You have -- you talk here about</p> <p>8 transitional rates for switching. Is it your</p> <p>9 testimony that a CLEC that has an interconnection</p> <p>10 agreement that contains switching rates for a customer</p> <p>11 who has more than four lines but less than a DS1 is</p> <p>12 not obligated --</p> <p>13 MR. MAGNESS: Could those on the</p> <p>14 phone mute your phones, please?</p> <p>15 Q. (By Ms. Mays) Let me start again.</p> <p>16 You have a CompSouth member and they have</p> <p>17 an interconnection agreement with BellSouth. In the</p> <p>18 interconnection agreement, I want you to assume they</p> <p>19 have a rate for switching and it is a rate for</p> <p>20 switching with a customer with more than four lines</p> <p>21 but less than a DS1 circuit.</p> <p>22 Are you with me so far?</p> <p>23 A. Yes.</p> <p>24 Q. Is it your testimony that for that</p> <p>25 particular CLEC, that the transitional pricing for</p> | <p style="text-align: right;">Page 33</p> <p>1 that the FCC reached in and redid the contracts for</p> <p>2 trying to apply transitional pricing, in advance of</p> <p>3 the contracts being amended, one of the categories of</p> <p>4 lines that is subject to that transitional pricing are</p> <p>5 the lines below DS1.</p> <p>6 Q. I take it from your testimony that you have</p> <p>7 some concern with BellSouth, and particularly with</p> <p>8 Pamela Tipton attaching an entire Attachment 2.</p> <p>9 Is that a fair characterization?</p> <p>10 A. Yes.</p> <p>11 Q. And your concern is that as it relates to a</p> <p>12 particular CLEC, they may not have any issues with all</p> <p>13 of Attachment 2.</p> <p>14 Is that your concern?</p> <p>15 A. Well, as a general rule, the issues that</p> <p>16 the members of CompSouth have been working with me on</p> <p>17 relate to the limited set of issues that the testimony</p> <p>18 attempts to address, and which come out of principally</p> <p>19 the TRRO.</p> <p>20 We did not view this proceeding to be less,</p> <p>21 BellSouth's Attachment 2 was somehow being binding on</p> <p>22 anybody.</p> <p>23 I mean, if you want to go revise your</p> <p>24 standard offer to people at the conclusion of this,</p> <p>25 you're free to do so. We just don't think that this</p> |

Page 34

Page 36

1 case should be about some sort of approval of that  
2 attachment in a blanket sense.

3 Q. How do you envision the results of the  
4 commission's order actually being implemented?

5 A. When the commission issues an order and  
6 either -- and picks one form of contract language  
7 versus the other, it's a starting -- it's an  
8 opportunity for carriers to then go back and ask that  
9 that contract language be incorporated into their  
10 agreements, or to work with BellSouth on some other  
11 approach to get those decisions rendered into their  
12 agreements.

13 I think, as we indicated in the rebuttal  
14 testimony, the idea that the commission would give a  
15 relevant limited period of time for everyone to go out  
16 and then take the results from this to go work into  
17 their individual contracts is not unreasonable.

18 We have the same problem you do. We have a  
19 variety of members that have different contracts with  
20 different -- some of them are effective; some of them  
21 are expired; some of them look one way; some of them  
22 look another way.

23 It's the best way we can manage of trying  
24 to get the commission to focus in on these issues and  
25 then the parties would be obligated to work it into

Page 35

1 their contracts.

2 Q. Let me give you a scenario. Let's suppose  
3 you have a CompSouth member who has negotiated  
4 individually with BellSouth. And they have reached  
5 agreement on some, but not all of the language in  
6 Attachment 2.

7 Is -- what you believe should happen is  
8 that they should come out -- an order would be entered  
9 in this proceeding and that they would take parts of  
10 that order and fill in the gaps for their Attachment  
11 2?

12 A. If those issues are issues that they've not  
13 come into -- reached agreement with BellSouth on, yes.  
14 The commission has rendered a judgment on the  
15 disputes.

16 And so now both parties would have to  
17 incorporate into an agreement. If have other areas  
18 that you had agreement on, then you have other areas  
19 that you have agreement on.

20 Q. What if you had an area that as a CompSouth  
21 member has said, "We have no issue here," but they  
22 have not signed a contract.

23 If the commission comes back and addresses  
24 an issue that they have orally stated to BellSouth  
25 that they've reached agreement on, are they allowed to

1 change their mind?

2 A. I mean, I'm assuming that until you sign a  
3 contract, you're always able to change your mind on  
4 parts. I mean, you might have taken things off the  
5 table, but I don't know that that means that any --  
6 that you're legally obligated to not put it back on  
7 the table before the contract is actually signed.

8 Q. What about a CLEC who has not had any  
9 meaningful discussions with BellSouth about Attachment  
10 2; do you understand that part of BellSouth's goal at  
11 the end of this proceeding is to implement changes  
12 across the board with all CLECs.

13 Do you understand that?

14 A. Yes.

15 Q. So if there has been a CLEC that has not  
16 come to the table at all, and they need to have a new  
17 Attachment 2, do you have an actual objection to that  
18 particular -- commission stating, "This is a legally  
19 compliant version of Attachment 2 that can serve as a  
20 default"?

21 A. Yes. I don't believe that -- I don't  
22 believe that's the way they act as structure. That  
23 they can oppose a default on that carrier.

24 Q. So if a --

25 A. Or that they can permit you to impose a

Page 37

1 default on that carrier. You must understand from our  
2 perspective -- never mind.

3 Q. Are you finished with your answer?

4 A. Yes.

5 Q. I was trying to get a hypothetical to  
6 somebody who hasn't negotiated at all. And I'm just  
7 trying to understand when you object to Attachment 2  
8 in its entirety, is there a difference in your mind  
9 with a carrier who has negotiated parts of Attachment  
10 2 versus a carrier who has never negotiated any part  
11 of Attachment 2.

12 A. I haven't actually thought about this  
13 particular scenario, but I do not believe that the  
14 commission can adopt an Attachment 2 that is  
15 compulsory to carriers.

16 Q. I want to talk to you about high capacity  
17 loops and transport, if I could.

18 Do you know the total number of wire  
19 centers that, based on BellSouth's view, would meet  
20 the FCC's unbundle -- the test the FCC has set forth  
21 for -- I'm not saying this right.

22 The FCC has laid out certain wire centers,  
23 and you have that in your testimony?

24 A. Yes.

25 Q. And once those tests are satisfied, you

1 would agree with me that BellSouth is not obligated to  
2 provide high capacity loops and transport in certain  
3 wire centers? Right.

4 A. Yes. Although how you actually go through  
5 to get this implemented is -- is the subject of this  
6 proceeding.

7 Q. Stick with the high level for a minute.

8 Do you recall, sitting here, how many total  
9 wire centers BellSouth contends are wire centers in  
10 which it is no longer obligated to unbundle high  
11 capacity loops and transport?

12 A. I have no looked at it region wide.

13 Q. Have you looked at it on a state-by-state  
14 basis?

15 A. Yes and no. We have the data to look at  
16 your claims with respect to business lines. We don't  
17 really have the -- a vehicle yet to evaluate your  
18 claims.

19 We expect fiber based collocators. But I'm  
20 generally aware of Tipton Exhibit PAT4, I guess, that  
21 outlines what wire centers you claim meet the  
22 different tests for transport and with unbundling.

23 Q. Now, you take issue with the way BellSouth  
24 has interpreted the FCC's business line definition; is  
25 that fair?

1 doing an analysis based on 2003.

2 And the conclusion I reached from the  
3 analysis was that not still -- since they're  
4 reasonably close, it makes sense to look at what kind  
5 of problems I see in the 2003 data, under the  
6 expectation that similar problems would be in the 2004  
7 data.

8 Q. It is your -- you did state that at the end  
9 of the day, you want a state commission to use 2004  
10 data; is that right?

11 A. Yes. And as I indicated, I'm going to  
12 refile JPG4, which is what I believe to be a correct  
13 calculation of business lines by wire centers using  
14 your 2004 data.

15 Q. Look -- if could take -- go over to JPG3.  
16 You have -- tell me what this document is supposed to  
17 be.

18 A. JPG3?

19 Q. JPG3.

20 A. Okay. It's identifying what percentage of  
21 the total number of business lines in these wire  
22 centers was driven by your growing UNE-L up from lines  
23 to the full maximum capacity.

24 Q. Does this JPG3 show you which wire centers  
25 in CompSouth's view are no longer subject to

1 A. Yes.

2 Q. And you believe that additional directions  
3 are needed to implement the FCC's rules?

4 A. I don't know if "direction" is the word. I  
5 believe that we have a dispute on business lines that  
6 will be from the commission, and the commission will  
7 decide which one of us is correct.

8 We have the beginning, I think, an emerging  
9 dispute on fiber base collocators, but it's not  
10 completely formed yet. Because the competitive side  
11 of the industry has just recently gotten the  
12 information to try and validate and/or challenge your  
13 fiber base collocator claims.

14 Q. Well, help me for a minute. Let's go to  
15 your rebuttal testimony exhibits. Your first rebuttal  
16 testimony exhibit is JPG2.

17 A. Yes.

18 Q. And what is the purpose of this exhibit?

19 A. The data that -- the detailed data that I  
20 had to evaluate your business line analysis was for  
21 2003, not 2004, when I read the rebuttal testimony.

22 So the purpose of JPG2 was really to say,  
23 "If I analyze your claims under 2003, are they likely  
24 to still be meaningful," or is there such a difference  
25 between 2003 and 2004 that there's really no point in

1 unbundling or --

2 A. No. That would be JPG4, once the new one  
3 comes in. JPG4 is the corrected business line count.  
4 The current one you have is based on 2003 data. The  
5 one we'll file shortly will be 2004 data.

6 Q. Okay. If I compare JPG3 to JPG4, what is  
7 the difference between your column marked, "business  
8 lines from UNE-L assumption," on JPG3, and your,  
9 "correction wholesale lines," on JPG4?

10 A. JPG3 is the total potential capacity of all  
11 the UNE-Ls that is out there. JPG4, the correction is  
12 taking out of that total, an amount that I believe is  
13 unreasonably included.

14 It's a recognition that there is some  
15 movement up from just a raw line count on UNE-L, but  
16 rather than going to the maximum potential capacity,  
17 which is reflected on JPG3, you go to an estimate of  
18 the amount used to provide switched business line  
19 services.

20 Q. Okay. Let's go back to JPG3. I realize  
21 that you marked this as confidential. I don't  
22 actually think we filed the business line accounts in  
23 the Wallace exhibit -- we did not file this as  
24 confidential.

25 So I'm not -- just for your information, I

Page 42

Page 44

1 don't believe we need to necessarily keep these  
 2 confidential.  
 3 A. If you don't want to, that's fine. It came  
 4 from a discovery response of backup information for  
 5 2003.  
 6 Q. Okay.  
 7 A. And I labelled it this way in an abundance  
 8 of caution. But I agree, it probably doesn't need to  
 9 be confidential.  
 10 Q. The first column, the 2003 claim business  
 11 lines comes straight from the BellSouth's information  
 12 that we have provided to you; is that correct?  
 13 A. Yes.  
 14 Q. And that is BellSouth's calculation of  
 15 business lines?  
 16 A. Correct.  
 17 Q. You have then said business lines from  
 18 UNE-L assumption in the next column over; correct?  
 19 A. Correct.  
 20 Q. What is that number? That's all UNE-Ls?  
 21 A. All digital -- it would have been the DS1  
 22 loop, DS1 EEL and DS3 loop. Not the DS0 UNE-L.  
 23 Q. Do we have a dispute between -- as it  
 24 relates to CompSouth and BellSouth, about BellSouth  
 25 counting DS0 UNE loops in its business line

Page 43

1 calculations?  
 2 A. I'm sorry? DSL?  
 3 Q. DS0. You said this column does not include  
 4 DS0.  
 5 A. No. It probably over counts, because you  
 6 can't be certain that they're used to provide switch  
 7 business line services, but I did not make an  
 8 adjustment to that line; that column is so  
 9 inconsequential, I don't think it makes any  
 10 difference.  
 11 Q. So when BellSouth counts business lines,  
 12 you do not -- you don't take issue with BellSouth  
 13 including all DS0 UNE loops?  
 14 A. I think it's more accurate to say that it's  
 15 such a small number, that trying to go in to do it  
 16 correctly wouldn't be worth it. 'Cause you just --  
 17 you don't know whether or not those lines are used to  
 18 provide switch business line service. But there so  
 19 few of them, I did not try and correct for any  
 20 potential error in that column.  
 21 Q. It's your belief that the FCC's business  
 22 line definition requires only switched lines whether  
 23 they are switched lines of BellSouth or switched lines  
 24 CLECs; correct?  
 25 A. Yes.

1 Q. How is BellSouth supposed to know if a UNE  
 2 loop is switched or not?

3 A. I think the easiest way is to use the  
 4 factor that I developed. At some point, you're not  
 5 going to know to perfection. But we have two  
 6 competing alternatives: You did an assumption that  
 7 all of it is used to provide switched services, and we  
 8 know that isn't true.

9 But yet, you had database on your own use  
 10 of these type of facilities that could be used to  
 11 calculate what percentage of your facilities are used  
 12 to provide switched business services. And that's the  
 13 percentage I applied.

14 Q. Are you aware of any data source that  
 15 provides a breakdown of UNE loops broken down into  
 16 switched UNE loops versus non-switched UNE loops?

17 A. With perfection; no.

18 Q. So your business lines from UNE-L  
 19 assumption includes DS1 UNE loops, DS1 UNE EELs and  
 20 DS3 UNE EELs; is that right?

21 A. Yes. I mean, that's -- it's just from your  
 22 work papers. It's the amount that you calculated. I  
 23 just put them in that column.

24 Q. If you go over to JPG4, you have the same  
 25 -- the first column is identical. And then the second

Page 45

1 column has corrections. "Retail lines" is the first  
 2 -- is the next column over.

3 Do you see that?

4 A. Yes.

5 Q. What is that column -- what does that  
 6 column represent?

7 A. That's the adjustment you made to your  
 8 retail lines to increase your switched business lines  
 9 to add whatever the remaining capacity on digital  
 10 facilities existed.

11 Q. This is where if BellSouth had a retail  
 12 DS1, and 18 units of the 24 channels were in service,  
 13 we counted it as 24?

14 A. Correct.

15 Q. And so you have made that adjustment all  
 16 the way in each -- in each of the wire centers listed  
 17 here?

18 A. Yes.

19 Q. You have backed out if it was -- using the  
 20 example I gave you -- if it was 18 or 24, you backed  
 21 up six, for example?

22 A. Yes. I backed out what you added.

23 Q. Then what's the next column over?

24 A. It -- it then takes the same -- across all  
 25 these wire centers, it takes the same percentage of



1 business lines to maximum potential capacity that you  
2 have and apply it to the UNE-L capacity for the CLECs.

3 Q. When you take both of those corrections,  
4 you then show the corrected business lines?

5 A. Yes.

6 Q. And what you have told me today is that you  
7 are going to refile this, based on 2004 data, but it  
8 does not change any of the wire centers? Explain that  
9 to me.

10 A. Well, if you look at the top five --  
11 because this is all actually -- this is what I  
12 actually looked at to draw that conclusion.

13 -- the relevant break point for DS1 on  
14 bundling obligation is 60,000 lines. Of the five  
15 that you showed with your assumptions, I have two  
16 continued to meet those requirements, three do not.

17 That same outcome exists in the 2004 data.  
18 I haven't gone down and looked at the rest, but I know  
19 that collection still fell out in the same categories.

20 Q. Once you've made your corrections, for  
21 those wire centers that don't require both a fiber  
22 based collocation and a business line account to meant  
23 to qualify for relief --

24 You with me so far?

25 A. They don't need both. We're talking about

1 transport.

2 Q. We're talking about transport.

3 If you're talking about transport and  
4 you've made your corrections, for those wire centers  
5 that meet just the business line threshold, will it  
6 be your testimony that -- is it your position that  
7 CompSouth members should stop ordering transport from  
8 those particular wire centers?

9 A. I'm going to take that back to the group.

10 Q. Okay. Can you, sitting here today -- is  
11 there any circumstance that you can think of in which  
12 a CLEC could certify to obtain unbundled DS1  
13 transport?

14 A. Well, as a 251 network element, no. Do  
15 they have a right for it as a 271 network element,  
16 yes.

17 So part of my hesitancy goes to your phrase  
18 "quick ordering," because I think they're still  
19 entitled to obtain the same service what we have as a  
20 pricing dispute as to what price would apply to those  
21 services.

22 Q. Okay. If you could go to your rebuttal  
23 testimony at page 18 for me.

24 A. (The witness complies.)

25 Q. And at line six to ten, you state,

1 "Significantly four of the five wireless centers where  
2 BellSouth claims it need no longer offer DS1 loop to  
3 the 251 UNE. Our result is BellSouth's unfounded  
4 assumption," and it continues from there.

5 Do you see that?

6 A. Yes.

7 Q. Can you identify for me the four of the  
8 five wire centers on JPG4?

9 A. No. And the reason is -- and this is  
10 inartfully worded -- in this section of my testimony,  
11 I'm talking about how many -- how much of the results  
12 are driven by your assumption without then going to  
13 see -- without yet having performed my own analysis to  
14 determine how many would still qualify even under my  
15 assumption.

16 So you would see it not on JPG4, you would  
17 see it on JPG3.

18 Q. You're not saying --

19 A. I think I actually deleted that in the next  
20 rebuttal. Because once I have my own way of  
21 calculating it -- I didn't mean to imply that all of  
22 your results are unfounded. Just that assumption was  
23 driving that result.

24 Now, just because your assumption was  
25 wrong, doesn't mean that a more reasonable assumption

1 wouldn't provide, you know, another wire center. And  
2 that's what happened here.

3 Your assumption had four of them qualify.  
4 A more reasonable assumption of that group of four  
5 still had one of them qualify.

6 Q. What is the basis for your statement that  
7 my assumption or BellSouth's assumption was wrong?

8 A. Because -- well, you're on beta. Nobody  
9 provides switched business lines on the maximum  
10 potential capacity of digital circuits. They either  
11 have unused capacity or some blend of beta. And it's  
12 a substantial percentage of that capacity is not used  
13 in that way.

14 So the only question becomes: What's the  
15 best way to estimate the percentage of that capacity  
16 if it's not used in the required way. You assumed  
17 that that percentage was zero. And that's just not  
18 plausible.

19 Q. Why do you think the FCC included the  
20 language in its business line count about -- I'm  
21 paraphrasing -- but essentially to factor in all of  
22 the capacity?

23 A. It didn't say factor in all of the  
24 capacity. They told you for capacity that's used for  
25 switched business lines, you should use the voice

Page 50

Page 52

1 grade equivalent. I don't believe that that direction  
2 is the same as saying, just throw in unused capacity.  
3 Capacity used for data services.

4 I don't believe that the rule was written  
5 so that one part of it overrides every other part of  
6 the rule.

7 Q. You talked a little bit about some fiber  
8 based collocation and potential issues you had there.

9 Do you recall talking about that earlier  
10 today?

11 A. Yes.

12 Q. What is your issue with respect to fiber  
13 base collocation?

14 A. There's probably three. And I say  
15 probably, because the first issue is we're still  
16 struggling for a way to find out if what you say is  
17 true is in fact true.

18 You chose the words in your testimony  
19 carefully. So there are configurations that we  
20 believe should not be counted that when we match it up  
21 against your testimony, it doesn't appear to be clear  
22 that you directed your people not to count them.

23 The most obvious is: When you have one  
24 fiber network going into a central office, and in that  
25 central office, it is cross connected to more than one

1 testimony about fiber -- let me back up.

2 If you go to your rebuttal on page 24.

3 A. Yes.

4 Q. You use the word "fiber network" at line  
5 six. Do you see that?

6 A. Yes.

7 Q. Where in the FCC's rules does it state that  
8 one is to look at a fiber network?

9 A. That term could have been written to say  
10 fiber based collocater and I meant the same thing.

11 Q. You interpret fiber based collocater and  
12 fiber network interchangeably?

13 A. Yes. Because the fiber based collocater is  
14 terminating a network -- terminating a fiber optic  
15 cable that leaves the collocation. That would be a  
16 fiber network.

17 Q. Have you asked any of -- have you asked any  
18 carriers to identify their fiber based collocation  
19 space; have you asked them to do that?

20 A. We're in the process of doing that. We are  
21 aware that you've done that, and we're following up on  
22 your discovery request for admission with our own.  
23 We're not trying to serve every carrier in the  
24 southeast, we're trying to validate our claims.

25 Q. What are you doing?

Page 51

Page 53

1 collocation cage, if there's nothing in your  
2 discussion of going out and counting fiber base  
3 collocaters to make it clear that your people were  
4 directed not to count more than one network.

5 Q. If you had a carrier, say it's Atlanta Gas  
6 Light. And they ran fiber into a central office. And  
7 four CompSouth members purchased fibers from Atlanta  
8 Gas Light and went to their collocation space.

9 Is it your testimony that you would only  
10 count one of the four as a fiber base collocater?

11 A. Well, there's only one fiber based  
12 collocater if Atlanta Fiber -- is that the --

13 Q. I just said Atlanta Gas Light. But...

14 A. Whatever.

15 -- is actually the carrier operating that  
16 network and that network terminates. But once in  
17 their collocation case and if they're offering  
18 services to other CLECs in that wire center, you don't  
19 count those CLECs that are obtaining services.  
20 There's only one -- only one of those companies is a  
21 fiber based collocater. That's correct.

22 And so based on your question, it sounds  
23 like the difference that we perceive probably exists  
24 does in fact exact exist.

25 Q. What do are you relying on for your

1 A. As I described in my rebuttal testimony, we  
2 first need to know who it was that you claimed were  
3 fiber based collocaters so that we could then address  
4 our questions to those carriers.

5 Q. Have you actually submitted questions to  
6 those carriers?

7 A. We are in the process of filing for those  
8 carriers. Unfortunately, there was a computer glitch  
9 yesterday that caused it to not get done yesterday.

10 Q. When do you expect to file discovery?

11 MR. MAGNESS: I expect it may be  
12 filed now.

13 Q. (By Ms. Mays) Can you go to your rebuttal  
14 at page 19.

15 We started talking about fiber based  
16 collocation. You said you had three problems with  
17 your fiber based collocation?

18 A. Yeah.

19 Q. What are the other problems? We went over  
20 the fiber network issue, if I recall correctly.

21 A. Well, I've already given you two of them.

22 With UNEs, we are -- need a way to confirm what you  
23 say, even if we didn't think there was a problem.

24 Even if we think you didn't necessarily  
25 have a systematic flaw, we still need to validate.

1 Second problem is: We think we've  
 2 identified a systematic flaw, but we're uncertain.  
 3 Because as I said, your testimony isn't so detailed as  
 4 to directly address the concern we have.  
 5 And then the third one is we're aware at  
 6 least in one instance, that you are double -- well,  
 7 what we would consider double counting SBC and AT&T.  
 8 Q. So the first problem -- I just want to  
 9 summarize and make sure I understand it.  
 10 Your first problem was: You thought, "We  
 11 might have a systematic problem," but you weren't?  
 12 Sure. Did I say that right?  
 13 A. No. That's first general concern of, "We  
 14 need a way to make sure that what you say is true."  
 15 Even if you did -- even if we -- had no disagreement  
 16 about methodology, we need a validation tool.  
 17 Q. Your first issue is validation, generally?  
 18 A. Right.  
 19 Q. Is that an issue that you have with  
 20 BellSouth or just a general issue?  
 21 In other words, the FCC has -- you want a  
 22 method to validate. Is there anything that BellSouth  
 23 has done that prevents you from validating?  
 24 A. Not prevents us, but it -- until you told  
 25 us who the fiber based collocators were, we couldn't

1 even start the process. So we now have that and that  
 2 process is under way.  
 3 Secondly --  
 4 Q. Let me interrupt you, please, just to make  
 5 sure. So is your first problem now -- your first  
 6 concern now alleviated, relieved?  
 7 A. No. We still -- we're still not certain if  
 8 we asked these companies if they are that they'll  
 9 answer us.  
 10 Q. Your first problem was validation. You now  
 11 have the information, you can go out and try and  
 12 validate?  
 13 A. And try and validate. But the step had not  
 14 been accomplished.  
 15 Q. You have not actually gone out and  
 16 validated to date?  
 17 A. The discovery is in the process of being  
 18 sent to those companies. We don't have those answers.  
 19 We don't know which ones will answer.  
 20 Q. Okay. So how do you resolve your first  
 21 problem? If the company doesn't answer you, how do  
 22 you resolve your need to validate the data?  
 23 A. Well, one option -- which I have not  
 24 discussed with my group yet -- is now that we know how  
 25 many you claim exists, where they are, we can figure

1 out which set of wire centers. The results are  
 2 sensitive to whether you counted correctly or not.  
 3 And since it's a limited number of wire  
 4 centers, one way of possibly validating is get a  
 5 BellSouth person, a CLEC person and a commission staff  
 6 person go out and just look at these things.  
 7 Q. Okay. You started then with your second  
 8 concern, I believe.  
 9 A. Second concern is that we believe that  
 10 there appears to be, at least, the possibility of a  
 11 systematic difference and how we believe the rules are  
 12 to be interpreted and what you believe.  
 13 Q. And what is that systematic difference?  
 14 A. It is illustrated by your question. If a  
 15 provider -- if a carrier has a fiber optic cable that  
 16 comes in and terminates in their collocation cage,  
 17 that they provide services off of that in some way to  
 18 other collocators in that central office where your  
 19 people appropriately instructed to detect that and  
 20 exclude those other carriers as independent fiber  
 21 based collocators.  
 22 Q. And how do you intend to resolve your  
 23 second concern?  
 24 A. Well, again, the first one is: We know now  
 25 who you have claimed to be fiber based collocators and

1 we can go and try and determine from those carriers  
 2 what kind of arrangement that they have in the  
 3 collocation.  
 4 Q. And what will you ask those carriers?  
 5 A. Since I -- since that discovery is in the  
 6 process of being filed and I'm not sure I saw the last  
 7 version, I'll wait until we see it in an hour or  
 8 tomorrow or whatever. Because it'll be in that  
 9 discovery. At least as I understand how it was going  
 10 out.  
 11 The third concern was SBC and AT&T.  
 12 Q. And it's your contention that SBC and AT&T  
 13 should be counted as one?  
 14 A. As affiliates; yes.  
 15 Q. And that is based on what?  
 16 A. That it's just a timing anomaly that allows  
 17 you to claim that they're not one. Those carriers are  
 18 announcing that they expect that merger to occur by  
 19 the end of this year or early as next year. In many  
 20 of these states, if not all. They could have been  
 21 merged by the time the commission sits down to even  
 22 look at this wire center list, and we don't believe  
 23 it's reasonable to treat them as two separate carriers  
 24 when it's a known fact or as close to a known fact as  
 25 one can have that they're about to operate as one.

Page 58

1 Q. Do you know how many, if any, wire centers  
 2 the AT&T and SBC problem makes a difference?  
 3 A. Yes.  
 4 Q. How many?  
 5 A. I don't know -- I don't know the top end,  
 6 but I know it makes a difference in at least one.  
 7 Q. On in Georgia or one region-wide?  
 8 A. I know of one region-wide. I have not  
 9 looked at the Georgia high list collocater list yet to  
 10 determine whether that problem exists here as well.  
 11 Q. Is that the only instance where there's an  
 12 expected merger where you believe they should be  
 13 counted as one?  
 14 A. It's the only merger that's pending that  
 15 I'm aware of that...  
 16 Q. Do you believe anytime a carrier announces  
 17 a merger -- let me give you a hypothetical. Say  
 18 tomorrow, two of your members announced a merger.  
 19 Would your testimony then be that if those two members  
 20 had fiber based collocation arrangements you could  
 21 count them as one?  
 22 A. Yes. I believe that it would be.  
 23 Q. Regardless of whether or not the merger had  
 24 actually closed?  
 25 A. Well, but if the merger doesn't in fact

Page 59

1 close, you can always go and add the wire center to  
 2 the list. But we can never correct for the mistakes  
 3 that you make. Or rather the -- if you assume that  
 4 the merger is not going to close and it does, we can't  
 5 go fix that situation in the same way you can fix a  
 6 merger that is expected to close but for some reason,  
 7 doesn't.  
 8 Since it's totally asymmetric in that  
 9 regard, it seems reasonable that the benefit of the  
 10 doubt that the expectation was satisfied.  
 11 Q. Is there anything in the FCC's rules or  
 12 order that you rely upon for your conclusion that you  
 13 should count AT&T and SBC as one?  
 14 A. Well, the rule requires that you count  
 15 affiliates as one. So what we're discussing is  
 16 affiliated when. Affiliated eminently, affiliated  
 17 now. I think the rule is effectively -- I think the  
 18 rule gives the state commission the latitude to  
 19 consider that the merger is eminent and approving and  
 20 counting them as one.  
 21 Q. Are you aware that the FCC set out certain  
 22 percentages when it adopted its wire center test; do  
 23 you recall those percentages at all?  
 24 A. Generally.  
 25 Q. Have you done any comparison of how those

Page 60

1 percentages relate to BellSouth's list versus your  
 2 corrections?  
 3 A. No. I don't recall the FCC percentages  
 4 being carrier specific.  
 5 Q. Let's talk about Section 271. Your  
 6 testimony is that BellSouth has to offer Section 271  
 7 elements through approved interconnection agreements;  
 8 is that right?  
 9 A. Yes.  
 10 Q. Is it your testimony that that is the only  
 11 way that BellSouth can meet its Section 271  
 12 obligations?  
 13 A. I believe an argument to be made that they  
 14 can satisfy it through a statement of general  
 15 available terms and conditions.  
 16 Q. So stated differently: The only way  
 17 BellSouth can satisfy its 271 obligations is through  
 18 an interconnection agreement or an SGAT?  
 19 A. Yes.  
 20 Q. And your testimony is also that any two  
 21 section -- Section 271 obligations have to be  
 22 arbitrated before a state commission; is that right?  
 23 A. They don't have to be arbitrated, but if  
 24 there's a disagreement, that that would be the  
 25 process. That's how you get approval to go on to

Page 61

1 Section 252.  
 2 Q. And each state commission would then  
 3 address the issue raised in the arbitration under your  
 4 view?  
 5 A. Yes.  
 6 Q. And a state commission could reach a  
 7 different conclusion -- one state commission could  
 8 reach a different conclusion than another state  
 9 commission; right?  
 10 A. As to?  
 11 Q. As to the issue before it.  
 12 A. Yes.  
 13 Q. And the -- you also believe that the  
 14 resulting interconnection agreement should be filed  
 15 with and approved by a state commission?  
 16 A. That's what I believe Section 252 says;  
 17 yes.  
 18 Q. What do you rely upon to reach the  
 19 conclusion that only an interconnection agreement or  
 20 an SGAT can satisfy -- BellSouth can only satisfy its  
 21 Section 271 obligations?  
 22 A. The language cited.  
 23 Q. Do you rely on anything else?  
 24 A. Well, I think the act says it, so I rely  
 25 upon the act. I noted that the court in Minnesota

1 concluded that to be true. And it was recognized that  
2 checklist items had to be offered in interconnection  
3 agreements.

4 So in a sense, I guess I relied on that as  
5 well.

6 Q. You relied on the language of the act and  
7 you relied on the Missouri commission decision?

8 A. I guess I didn't rely upon a Missouri  
9 commission decision. I believed this before the  
10 Missouri commission issued its decision.

11 Q. Have you reviewed -- have you done any sort  
12 of analysis of all state decisions that have addressed  
13 Section 271?

14 A. Not completely. I'm aware that there are  
15 some that have concluded that they have the authority  
16 and I'm aware that some have concluded that they  
17 didn't have any authority over 271.

18 Q. Have you read each -- which state  
19 commissions are you aware of that have addressed the  
20 issue?

21 A. Massachusetts, North Carolina. I think  
22 Tennessee has, although there's no written...

23 Missouri, Illinois may have, although I  
24 can't recall whether they reached both 271 and state  
25 law.

1 And I indicated Massachusetts did not;  
2 correct?

3 Q. You indicated Massachusetts. I didn't ask  
4 you yet how they had addressed it.

5 A. I'm sorry. I believe Massachusetts  
6 determined they didn't, and North Carolina concluded  
7 that they didn't.

8 Q. And when you said didn't, you mean the  
9 Massachusetts commission did not --

10 A. Have authority to establish -- to address  
11 271 issues in arbitration.

12 Q. And you said North Carolina had reached  
13 that same conclusion?

14 A. I believe so; yes.

15 Q. And with respect to --

16 A. I know we have not been successful in  
17 getting them to a certain jurisdiction. I can't  
18 recall how specific they were for the reasons that  
19 they did.

20 Q. Have you done any type of analysis to try  
21 to see if there's a trend in the state commission  
22 decisions?

23 A. You mean a trend as in are more this week  
24 than last week?

25 Q. No. I mean have you done any analysis

1 that's looked at whether there are more state  
2 commissions that have entered orders, such as a  
3 Missouri order that you cite, as compared to state  
4 commissions that entered orders similar to  
5 Massachusetts?

6 A. No.

7 Q. Are you -- do you plan to do any such  
8 analysis?

9 A. No.

10 Q. If a majority of states decided they did  
11 not have 271 authority, would that change your view at  
12 all?

13 A. No. Because what's going to happen? Where  
14 the CLECs have won, the ILECs are going to appeal.  
15 Where the CLECs have lost, I presume they're going it  
16 appeal. Maybe they don't.

17 But eventually, the question's going to be  
18 answered. And when the question gets switched, I  
19 would assume either the states that concluded they  
20 didn't have authority will then realize they do and  
21 act, or the states that did act, if it goes the other  
22 way, will be judged to have acted incorrectly.

23 Q. Are you aware that BellSouth has entered  
24 into a number of agreements with carriers to -- what  
25 it called commercial agreements?

1 A. Yes.

2 Q. When you state that -- and I'm referring to  
3 your direct testimony at page 12, at lines six through  
4 seven. When you state that, "CLECs did not yet have  
5 even basic information concerning one of the most  
6 important options --"

7 You see that testimony?

8 A. I know I say it.

9 Q. What do you mean by that?

10 A. I believe -- I don't believe that you have  
11 a 271 compliant offering out there. Those rates have  
12 not been found to be just and reasonable. You don't  
13 include performance measures as part of it, which I  
14 believe is the 271 obligation.

15 So I believe there's a practical matter.

16 The CLECs still do not know what a 271 complaint  
17 offering from BellSouth will look like, so they know  
18 whether or not that's one of the things they should  
19 consider in moving from 251.

20 Q. So you're not suggesting that CLECs do not  
21 have information about BellSouth's commercial  
22 offering --

23 A. No.

24 Q. -- are you?

25 You're suggesting they have information

Page 66

Page 68

1 about the commercial offering, but they don't have any  
2 other information?

3 I'm just trying to understand what you mean  
4 --

5 A. They do not have information about a 271  
6 compliant offer from BellSouth.

7 Q. What would a 271 compliant offering consist  
8 of, in your view?

9 A. Just and reasonable rates, I think, with  
10 continued performance monitoring, are the two that  
11 come to mind most. It would have commingling  
12 obligations.

13 Q. Are you aware that at least one of  
14 BellSouth -- one of CompSouth's members has reached a  
15 commercial with -- one of CompSouth's members has  
16 reached a commercial agreement with BellSouth?

17 A. I'm assuming that that's correct.

18 Q. Have you asked that -- any of your member  
19 companies for information about BellSouth's commercial  
20 offering?

21 A. I'm not sure I understand the question.

22 Q. Well, have you asked your member companies  
23 what BellSouth's commercial offering has, what the  
24 terms and conditions are?

25 A. We've generally discussed it, and I've seen

Page 67

1 the ones that you've posted.

2 Q. You used different terms went you talk  
3 about Section 271. Sometimes you talk about a  
4 compliant offering, sometimes you talked about a  
5 commercially meaningful offering, sometimes you talk  
6 about a commercially viable offering.

7 Are those terms all supposed to mean the  
8 same thing?

9 A. No. I'm not -- there is -- I believe that  
10 the just -- that the pricing standard applies to your  
11 271 obligation is just, reasonable, nondiscriminatory,  
12 providing meaningful access.

13 So when I use commercial and meaningful,  
14 I'm paraphrasing to the meaningful access part of the  
15 standard that the FCC laid out.

16 A 271 compliant offering would be an  
17 offering that complied with all four requirements, in  
18 terms of the pricing.

19 Q. Just, reasonable, nondiscriminatory, and  
20 what's the fourth?

21 A. Meaningful access.

22 Q. And when you refer to commercially viable,  
23 what do you mean by that?

24 A. Well, to me, if it provides meaningful  
25 access, then it's a commercially viable offering.

1 Paraphrasing.

2 All those things: Just and reasonable,  
3 nondiscriminatory, meaningful access, would give you  
4 commercial viability.

5 Q. When you refer to the term, "commercially  
6 useful," is that something different?

7 A. No.

8 Q. And if I understand your testimony, you  
9 believe Section 271 prices would potentially be  
10 different than Section 251 prices; is that right?

11 A. Yes.

12 Q. Is it your testimony that a section 251  
13 would, in fact, satisfy Section 271?

14 A. Yes. I think that's how you got into this  
15 begin with. The 251 prices satisfied 271 at least  
16 before the FCC articulated that the 271 standard is  
17 just and reasonable.

18 Q. Do you believe that a Section 271 price  
19 could be lower than a Section 251 price?

20 A. Yes. Actually, it could. And I'll tell  
21 you just in general terms, why. I'm not advocating  
22 one here. But just and reasonable, at least one way  
23 to look at it, could be embedded costs. All right.

24 It is not true that -- a 251 price is a  
25 TELRIC-based price. It is not true that TELRIC is

Page 69

1 always less than an embedded cost -- or rather --  
2 yeah, that TELRIC is always less than an embedded  
3 cost.

4 Because an embedded cost, you have  
5 accumulated depreciation. If you buy an asset over  
6 time, that asset becomes less and less valuable  
7 through accumulated depreciation. And so the embedded  
8 cost of that asset declines each and every year.

9 When people do TELRIC studies, though, they  
10 assume that you bought things new, and as a result,  
11 they're not marked down by accumulated depreciation.

12 So it's certainly conceivable that an  
13 embedded cost-based price can be lower than a  
14 TELRIC-based price. And since embedded cost-based  
15 prices are also generally viewed as inside the just  
16 and reasonable range, it is not true that a just and  
17 reasonable price would necessarily always be above  
18 TELRIC.

19 It could be a range of rates in which  
20 TELRIC is sometimes near the bottom of that range, the  
21 middle of that range, or the high end of the range.  
22 It depends on the particular cost circumstances of the  
23 assets in question.

24 Q. You don't have specific Section 271  
25 recommendations at this time, do you?

Page 70

Page 72

1 A. I will not until you supply the discovery  
2 that you haven't provided.

3 Q. What do you need from the -- what do you  
4 believe you need from the discovery to provide a  
5 specific recommendation?

6 A. The embedded cost information that we  
7 requested.

8 Q. Do you --

9 A. Was part of it.

10 Q. I'm sorry. Go ahead. The embedded-based  
11 cost information?

12 A. Yeah. It was the discovery questions that  
13 you objected to and didn't supply answers to involving  
14 the different cost bases for DSL switching and -- DSL  
15 loops and transport and local switching.

16 Q. Do you know when the discovery period ends  
17 in the Georgia case?

18 A. I think it ends yesterday.

19 Q. Do you know what time frame is involved in  
20 submitting responses?

21 A. No.

22 Q. And is it your testimony that the FCC has  
23 explained its just and reasonable pricing methodology?

24 A. Yes and no. It has -- it has directed  
25 people to the historic just and reasonable standard

1 examination.

2 Q. And if the commission did -- made such a  
3 finding, the transitional rates could apply after  
4 March of next year; correct?

5 A. Well, yes. Although I think it would be  
6 fair to say that they would be -- they wouldn't be the  
7 transitional rates. They would be the interim just and  
8 reasonable prices.

9 Q. When do you think such a permanent rate  
10 investigation would end?

11 A. It might have been able to end in this  
12 proceeding had we had the information. Or it could  
13 happen relatively quickly. I don't believe -- I don't  
14 believe it's the type of investigation that would take  
15 considerable time. The inputs are relatively  
16 straightforward. Embedded cost information, TELRIC  
17 information, whatever you chose to put on, in terms of  
18 what your rate proposal would be.

19 There's a limited number of prices at issue  
20 at this point. And I would think that we would be  
21 able to do something like that pretty expeditiously.

22 Q. Do you have any language in your testimony,  
23 separate from your exhibit, addressing what needs to  
24 be included in the embedded base of customers?

25 A. No.

Page 71

Page 73

1 that has traditionally applied in this industry.

2 Well, that's a -- that's a pretty wide  
3 range of decisions. But they all, to my knowledge,  
4 require that the prices bear some nexus to cost.

5 In everything that I looked at, in terms of  
6 just and reasonable pricing standards, there wasn't  
7 necessarily a specific formula per se, but there was  
8 always some nexus-backed cost; some cost measure.

9 Q. So do you believe that the states have  
10 guidance they need to set just and reasonable prices?

11 A. Yes.

12 Q. When you talk about a separate, permanent  
13 rate investigation, what are you wanting a commission  
14 to do?

15 A. What I envision is that you would answer  
16 discovery on cost information, we would make a rate  
17 proposal, you'd make a rate proposal. The commission  
18 would have some sort of proceeding to judge the  
19 relative merits of two proposals and render a  
20 decision.

21 Q. Are you asking that the commission find the  
22 transitional rates satisfy the just and reasonable  
23 standard?

24 A. Yes. At least on an interim basis until  
25 they have the opportunity to do a more thorough

1 Q. Why do you think that BellSouth should tell  
2 the CLEC what needs to be converted when it comes to  
3 Section 251 as opposed to the CLEC identifying to  
4 BellSouth those UNEs it wants to convert?

5 A. I don't think anyone wants to convert  
6 anything; okay? I think it's more a question of your  
7 demanding the people to seek alternatives for certain  
8 circuits.

9 As a practical matter, at the end of the  
10 day, the CLEC is going to want to verify what you  
11 think is out there, and you're going to want to verify  
12 what they think is out there. So the question really  
13 is: Who should be the first mover on the process?

14 Since all of the changes, presumably, are  
15 more to your benefit, or you wouldn't be asking people  
16 to move circuits off of your network or onto some  
17 other arrangement, then it seems to be fair that you  
18 should have the burden of the first -- first mover of  
19 providing the information.

20 Q. Do you have any language in your testimony  
21 that addresses this issue 12 about identifiable orders  
22 that are placed but not provisioned?

23 I'm paraphrasing the issue. But other than  
24 your exhibit, do you have any language in your  
25 testimony?

1 A. I mean, I do address the transition  
2 question to place the order, but they have a provision  
3 upon which -- that a transition price doesn't apply  
4 until the change is effected. But other than that,  
5 no.

6 Q. Is it your testimony that there's a  
7 requirement that BellSouth be subject to a Section 271  
8 plan; a Section 271 SQM plan?

9 A. Is there a requirement in the act? I don't  
10 think so. Except your public -- as I understand the  
11 271 orders, the FCC concluded that the public interest  
12 was satisfied because there wouldn't be backsliding.  
13 And the backsliding that they concluded wouldn't occur  
14 is partially a consequence of these performance  
15 penalty plans.

16 So I believe that basically in effect they  
17 adopted a conditional grant that either they have to  
18 go back and reexamine whether the public interest will  
19 continue to be satisfied in the absence of such a  
20 plan, or that you have to keep the plan in place.

21 I don't think you can unilaterally withdraw  
22 out of that performance plan and still remain in  
23 compliance with 271.

24 Q. But obviously a state commission in this  
25 proceeding could determine that Section 271

1 paid today, don't you?

2 A. Well, they have to still fall within the  
3 just and reasonable range; yes.

4 Q. Are you familiar with the FCC's  
5 supplemental order clarification?

6 A. Supplemental order clarification? Not by  
7 that --

8 Q. Not by that name?

9 A. Are you referring to the special -- the  
10 EELS restriction order?

11 Q. I am.

12 A. Okay. Yes. Clearly goes by different  
13 names.

14 Q. We use different shorthand.

15 Do you know if the FCC first talked about  
16 commingling in that order?

17 A. They may have.

18 Q. And when they talked about commingling,  
19 they talked about collecting a loop or EEL to tariff  
20 access services; right?

21 A. I believe so. I mean, that was -- the  
22 concern they had then was not really a general  
23 commingling obligation that they were investigating.  
24 There was a concern about massive or significant  
25 substitution of UNEs for special access circuits.

1 obligations not be subject to an SQM plan; couldn't  
2 they?

3 A. They could find that.

4 Just so we're clear, just logically -- and  
5 I'm not saying this is where that kind of finding  
6 would go -- one could then take that issue up to the  
7 FCC in terms of as an enforcement action after a state  
8 action, to reimpose it.

9 Q. You would agree with me that UNE-P, what we  
10 know as the UNE-P, is no longer required under Section  
11 251; right?

12 A. Not in a 251; that's correct.

13 Q. But you do believe that Section 271  
14 offering should be identical to Section 251; is that  
15 right?

16 A. Except as the price perhaps.

17 Q. And -- but you've also stated that a TELRIC  
18 price could meet -- could be the same as a Section 271  
19 price; right?

20 A. Well, I think yes. By definition there's a  
21 range of just and reasonable rates. And I believe  
22 that the TELRIC rate has at least been viewed as  
23 sitting inside that range.

24 Q. And in fact, you say that Section 271  
25 prices could be just and reasonably close to the rates

1 That was the concern that they were addressing.

2 Q. When -- I want to go to the conversion --  
3 issues 15 and 16, which have to do with conversion.  
4 You don't have any direct testimony or rebuttal  
5 testimony on those two issues; do you?

6 A. No.

7 Q. And you don't have any direct testimony or  
8 rebuttal testimony on the line sharing or the line  
9 sharing transition plan; do you?

10 A. Correct, with one exception. My  
11 understanding of the principal line sharing dispute  
12 between BellSouth and CompSouth goes to whether or not  
13 it's a 271 obligation. So there is some discussion in  
14 rebuttal testimony that Mr. Fogle's testimony doesn't  
15 go to whether or not it's a 271 obligation, and that  
16 is the dispute between us.

17 Q. Do you believe that line sharing is a  
18 Section 271 obligation?

19 A. It certainly would seem to be; yes.

20 Q. What do you base that on?

21 A. The way -- the way the loop is defined in  
22 Section 271 and the treatment of the line sharing as a  
23 network element in the 271 decisions granting the  
24 authority.

25 Q. You also don't have direct testimony or



Page 78

1 rebuttal testimony on the line splitting issue; do  
 2 you?  
 3 A. That is correct.  
 4 Q. And you don't have direct testimony or  
 5 rebuttal on subloop concentration?  
 6 A. That is correct.  
 7 Q. Do we have a dispute with CompSouth on  
 8 subloop concentration?  
 9 A. I need to go back and review in more detail  
 10 Ms. Tipton's markup of our language and her rebuttal  
 11 testimony.  
 12 Q. You have not looked at her red line to your  
 13 JPG1?  
 14 A. I have not had a chance to review that yet.  
 15 Q. Let's talk about --  
 16 MS. MAYS: Ten-minute health break?  
 17 (A recess was taken.)  
 18 Q. (By Ms. Mays) Mr. Gillan, I wanted to talk  
 19 to you about issues related to Greenfield, hybrid  
 20 loops and fiber loops?  
 21 A. Yes.  
 22 Q. You had -- your direct testimony included  
 23 proposed contract language on these issues?  
 24 A. Yeah.  
 25 Q. And when I look at your later contract

Page 79

1 language, it looks like you've added a limitation that  
 2 was not contained in your Georgia exhibit.  
 3 A. Not in the direct. It was included in the  
 4 rebuttal.  
 5 Q. In Georgia? -- well, let me state it  
 6 another way.  
 7 Have you provided a red line version or an  
 8 update to JPG1 in Georgia?  
 9 A. Not yet. I told you in the beginning, we  
 10 did --  
 11 MR. MAGNESS: I can tell you from a  
 12 sort of filing technical timing standpoint,  
 13 the revised one was filed in the four  
 14 states where direct was due today.  
 15 MS. MAYS: Right.  
 16 MR. MAGNESS: A revised version has  
 17 not been filed yet for Georgia. I expect  
 18 it will be. There was a red line put  
 19 together which we'll be getting to your  
 20 folks.  
 21 But one of the issues -- since  
 22 Florida was in the group today, the issue  
 23 was just a little bit different. The  
 24 numbering. So the red line is just a  
 25 little bit different for Florida and that

Page 80

1 added a little complication.  
 2 But any way, that's where it's  
 3 showing up.  
 4 THE WITNESS: Can we go off the  
 5 record for a minute?  
 6 MS. MAYS: Sure.  
 7 (A recess was taken.)  
 8 Q. (By Ms. Mays) So that we're clear on the  
 9 record, Mr. Gillan, what I was looking at was JPG1  
 10 that I believe you are filing or have filed today.  
 11 And I'm looking under issue 23 for Greenfield. And  
 12 there is a new paragraph under the subsections, your  
 13 proposed contract language?  
 14 A. Yes.  
 15 Q. Are we talking about the same thing?  
 16 A. Yes.  
 17 Q. And it is your testimony here today that  
 18 the limitation you've proposed in other states would  
 19 apply in Georgia as well?  
 20 A. Yes. In fact, I explained the basis for  
 21 the limitation in my Georgia rebuttal. And it wasn't  
 22 until I wrote the rebuttal to you that I realized that  
 23 our own contract language wasn't sufficiently clear on  
 24 that point.  
 25 Q. And just so we're clear, the issue we're

Page 81

1 having is that, if I understand your testimony, you  
 2 believe that a fiber to the home or new fiber to the  
 3 curb loop, that we must provide you with a DS1 loop,  
 4 even if that's fiber to home loop; did I say that  
 5 correctly?  
 6 A. That is correct, because it would be used  
 7 to serve an enterprise customer.  
 8 Q. Would you agree that if, for some reason, a  
 9 residential customer ordered a DS1 loop, that -- and  
 10 it's a Greenfield loop, that we would have no  
 11 obligation to provide a DS1 loop in that circumstance?  
 12 A. I'm going to give you a conditional yes,  
 13 subject to checking the order in more detail. But I  
 14 do believe that every time that the FCC referred to  
 15 the enterprise market, it used the business enterprise  
 16 market as part of the definition.  
 17 So I think that that's an accurate  
 18 statement.  
 19 Q. And the dispute we're having, if I  
 20 understand it, is one of these disputes where the FCC  
 21 has gone in with an errata and stricken the words  
 22 "residential" from its rules.  
 23 You -- do you understand that the FCC has  
 24 issued an errata both to the TRO and the fiber to the  
 25 curb orders?

Page 82

1 A. Yes. But I was actually thinking of this  
2 in terms of the enterprise DS1 business market anyway.  
3 And they didn't change the policy with respect to the  
4 enterprise market. There was no errata on that issue.

5 Q. So you don't believe the erratas have  
6 anything to do with our dispute?

7 A. I have not reviewed them with that purpose  
8 in mind; no.

9 Q. Are you aware that this is one of the  
10 issues that's pending in front of the FCC for  
11 reconsideration?

12 A. And/or clarification; yes.

13 Q. When you refer in your Georgia rebuttal at  
14 page 11, and lines two through three, to the packet --  
15 the packet architecture in the TDM network.

16 A. Yeah.

17 Q. Are you suggesting that BellSouth has an  
18 obligation to build TDM capability into a new  
19 packet-based network?

20 A. No. No. But only that the FCC's  
21 expectation would be there would be a parallel network  
22 from which CLECs could still obtain DS1s to reach  
23 customers. That it wasn't intending to isolate CLEC  
24 from reaching customers using DS1s except where  
25 there's findings of the nonimpairment question

Page 83

1 separately addressed.

2 Q. You're not suggesting that if -- just to  
3 clarify -- if there was never any TDM capability, that  
4 BellSouth has to then build TDM capability to serve a  
5 CLEC customer; are you?

6 A. No. No. I don't think so.

7 Q. If I move to routine network modification,  
8 the dispute we're having is where, for example,  
9 BellSouth would not remove certain bridged tap or load  
10 coil to long loops for its own customers, the CLECs  
11 want BellSouth to be obligated to perform that for  
12 them.

13 Is that a fair assessment of our routine  
14 network modification?

15 A. I think that's the practical part of our  
16 disagreement; yes.

17 Q. And it's your testimony that if BellSouth  
18 would never do that for itself, that doesn't matter?

19 A. That's correct. The line conditioning  
20 rules requires you to do it whether or not you offer  
21 service to that customer or not.

22 Q. When you refer to BellSouth's DSL offering  
23 as being housed in remote terminals, what do you mean  
24 by that?

25 A. There was data that was provided in the

Page 84

1 context of your Fast Access product and whether or not  
2 it should be -- you should continue to offer Fast  
3 Access to customers who have chosen a UNE-P CLEC.

4 My recollection was that a substantial  
5 portion of BellSouth's deployment of its DSLAMs were  
6 in remote terminals and not in a central office. That  
7 you had done that to shorten loop places to reach  
8 customers.

9 Q. Turning to the EELs audit issue, we don't  
10 disagree that BellSouth has a right to audit; do we?

11 A. Well, I think there's a -- not in a stark  
12 sense. But there's a dispute as to whether or not you  
13 have a right to audit no matter what, or if you only  
14 have the right to audit with good cause shown. I  
15 think that's the dispute basically.

16 Q. And what do you believe BellSouth has to  
17 show to have the right to audit?

18 A. Well, the testimony outlines really  
19 basically that you have to identify the basis for your  
20 belief that there's something that needs to be  
21 audited.

22 Q. You also suggest that the auditor needs to  
23 be agreed upon by BellSouth and the CLEC?

24 A. Yes.

25 Q. You don't believe that BellSouth could just

Page 85

1 hire an auditor and let the CLEC deal with any  
2 objections as to independence in the course of any  
3 dispute resolution?

4 A. That's not our position. I think that the  
5 reality is that it would be simpler if BellSouth and  
6 the CLEC could agree on the front end.

7 Q. Do you think that BellSouth and the CLECs  
8 can agree on the front end?

9 A. Yes.

10 Q. When you turn to the issue 30 -- one of  
11 your CompSouth members, Nuvox and BellSouth have had  
12 some disputes about auditing; are you familiar with  
13 those disputes?

14 A. Not with any specifics; no.

15 Q. When -- on issue 30 and the entire  
16 agreement, in your rebuttal testimony, you've taken  
17 issue with the words "deemed amended," if I understand  
18 it.

19 A. Yes.

20 Q. If you were to accept subject to check that  
21 the words "deemed amended" were corrected to  
22 "modified," would we have a dispute on that issue?

23 A. I don't understand that question. Say that  
24 again.

25 Q. If I were to -- if Ms. Blake corrects that

Page 86

1 testimony, and she corrects it so that the words  
 2 "deemed amended" are replaced by "modified" so that --  
 3 A. I think the problem is "deemed."  
 4 Q. Right.  
 5 What you're stating is simply that we need  
 6 to enter into amendments that include language about  
 7 the Entire Agreement Rule; correct?  
 8 A. Yes. The Entire Agreement Rule is where I  
 9 illustrate the point. Because I think the only place  
 10 you use the words "deemed amended," the concern we  
 11 have is this ability to have a -- the contract changed  
 12 without half of the party being involved in that  
 13 process.  
 14 Q. The ability to change it without an  
 15 amendment?  
 16 A. Correct.  
 17 Q. And if it is BellSouth's position that it  
 18 wants its interconnection agreements amended to  
 19 includes language, the actual language that  
 20 effectuates the Entire Agreement Rule, it's not your  
 21 testimony that CompSouth doesn't want to sign such an  
 22 amendment?  
 23 A. That is correct. Subject, of course, to  
 24 the fact that that rule itself is on appeal. It's not  
 25 an embracement of the rule.

Page 87

1 Q. Okay. With respect --  
 2 A. But I don't want to give the impression  
 3 that I'm necessarily saying that CompSouth would agree  
 4 to the language change that you're proposing. I'll  
 5 take that back to the group.  
 6 Q. Have you proposed any language on that  
 7 issue? It's issue 30, I believe.  
 8 A. No. I don't believe that's in our -- in  
 9 our proposal. The language on the all or nothing  
 10 rule. Not how does it end up in the agreement.  
 11 Q. The language that you have attached to your  
 12 direct testimony, JPG1, how did you develop that  
 13 language?  
 14 A. It was the product of -- I don't want to  
 15 say "committee" because that sounds too formal. But  
 16 there were the attorneys from the different companies,  
 17 Mr. Magness and others, worked on attempting to put  
 18 together contract language that would affect the  
 19 recommendations of the testimony.  
 20 Q. Are you aware of CompSouth or any of its  
 21 members proposing the language that you attach as JPG1  
 22 prior to the time you filed testimony?  
 23 A. My understanding -- and -- is that the  
 24 basic form of most of this language was presented from  
 25 talk at one point. And then over time, as it

Page 88

1 incorporated revisions from different members of  
 2 CompSouth, that it basically represents contract  
 3 language that one or more members of CompSouth have  
 4 presented to BellSouth at one time or another.  
 5 But it -- I can't trace for you this  
 6 provision was presented by this carrier, because it  
 7 was a -- it was a more cooperative effort than that.  
 8 And I can't represent to you with certainty that every  
 9 provision was presented in that way.  
 10 But that's my -- given the way the document  
 11 evolved, that's my understanding of its background  
 12 with BellSouth.  
 13 Q. So the actual language that you attached to  
 14 your testimony, in its entirety, is it fair to say  
 15 that BellSouth saw it for the first time with your  
 16 direct testimony?  
 17 A. No. Actually, I think -- I tried to  
 18 explain it the opposite. That language, while maybe  
 19 not in that form, was presented to BellSouth by  
 20 different carriers in -- over the past several months.  
 21 Every provision not necessarily organized in this way.  
 22 But these things weren't -- these things came from  
 23 other people who were also negotiating with BellSouth.  
 24 You know, there's a problem here in that  
 25 frequently when people were talking about a different

Page 89

1 issue, my understanding of the agreements that the  
 2 carriers signed when they initiated negotiations with  
 3 you is that they're not really free to openly provide  
 4 the output of their negotiations with you to other  
 5 carriers.  
 6 And so people try to walk a very fine line  
 7 between providing input but without trying to disclose  
 8 perhaps what your position was on various language  
 9 proposals.  
 10 But no, I do not believe that this is  
 11 something new to you in its entirety at all.  
 12 Q. Do you have any idea of when the piece  
 13 parts of this were presented to BellSouth by  
 14 CompSouth's members?  
 15 A. No. That I cannot do.  
 16 Q. And you don't know whether individual  
 17 pieces of it have been resolved as to one particular  
 18 CompSouth member in BellSouth either?  
 19 A. That's correct. Because of the fact that  
 20 people couldn't straightforwardly communicate portions  
 21 that had been admitted.  
 22 MS. MAYS: All right. Thank you, Mr.  
 23 Gillan. We're done.  
 24 (Deposition concluded at 4:07 p.m.)  
 25

Page 90

1 STATE OF GEORGIA:

2 COUNTY OF FULTON:

3 I hereby certify that the foregoing  
4 transcript was reported, as stated in the  
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8 a true, complete, and correct transcript of  
9 the evidence given upon said hearing, and I  
10 further certify that I am not of kin or  
11 counsel to the parties in the case; am not  
12 in the employ of counsel for any of said  
13 parties; nor am I in any way interested in  
14 the result of said case.

Page 91

1 Disclosure Pursuant to Article  
2 8(B) of the Rules and Regulations of the  
3 Board of Court Reporting of the Judicial  
4 Council of Georgia, I make the following  
5 disclosure:

6 I am a Georgia Certified Court  
7 Reporter, here as a representative of  
8 Alexander Gallo & Associates, Inc., to report  
9 the foregoing matter. Alexander Gallo &  
10 Associates, Inc., is not taking this  
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13 Alexander Gallo & Associates,  
14 Inc., will be charging its usual and  
15 customary rates for this transcript.

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STATE OF SOUTH CAROLINA                    )  
                                                          )  
COUNTY OF RICHLAND                        )        CERTIFICATE OF SERVICE

The undersigned, Nyla M. Laney, hereby certifies that she is employed by the Legal Department for BellSouth Telecommunications, Inc. ("BellSouth") and that she has caused BellSouth Telecommunications, Inc.'s Motion to Admit Deposition Into Record in Docket No. 2004-316-C to be served upon the following this November 15, 2005.

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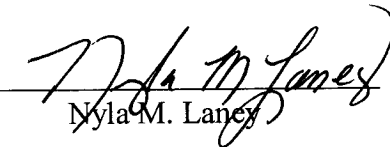
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